



**Small Industries Development Bank of India**

Tender No.: 400/2013/936/BYO/SIDBI Dated February 28, 2013

**Request for Proposal (RfP) for –  
Purchase of Cisco Ironport Web Security Licenses**

Small Industries Development Bank of India [SIDBI] intends to purchase 300 Cisco Ironport Web Security Licenses with upgrades and support for a period of one year for its office in Mumbai. In this connection bidders are requested to submit proposal as per following annexures.

- ❖ Annexure I : Bid Information
- ❖ Annexure II : General Terms and Conditions
- ❖ Annexure III : Format for Technical Bid
- ❖ Annexure IV : Format for Commercial Bid
- ❖ Annexure V : Format of forwarding letter
- ❖ Annexure VI : Check List
- ❖ Annexure VII : Bank Mandate Form

Proposal complete in all respects should reach SIDBI on or before March , 2013, 3:30pm addressed to:

The General Manager (Systems)  
Small Industries Development Bank of India (SIDBI)  
MSME Development Center  
3rd Floor, Information Technology Vertical  
Plot No.C-11, 'G' Block,  
Bandra Kurla Complex, Bandra(East)  
**Mumbai - 400 051**

Please note that SIDBI reserves the right to consider/ reject any or all applications without assigning any reason thereof

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### Bidding Information

<b>S.N</b>	<b>Tender Reference No. :</b>	400/2013/ /BYO/SIDBI Dated February , 2013																
1	Purpose	Purchase of 300 Licenses for Cisco Ironport Web Security Appliance (S360) with upgrades and support.																
	EMD	`12,000/- (Twelve thousand only)																
4	No. Of Envelopes (Non window, sealed)	<b>02 (Two)</b> , containing: <u><b>First Envelop should contain:</b></u> <ul style="list-style-type: none"> <li>➤ Technical Bid – as per <b>Annexure III</b></li> <li>➤ Forwarding letter – as per <b>Annexure V</b></li> <li>➤ Authority letter from Cisco</li> <li>➤ Cisco partnership certificate</li> <li>➤ Check List – <b>Annexure VI</b></li> </ul> <u><b>Second Envelop should contain:</b></u> <ul style="list-style-type: none"> <li>➤ Commercial bid – as per <b>Annexure IV</b></li> </ul>																
5	Last Date of Submission of Bids	March , 2013, 3:30pm																
6	Last Date for seeking clarifications, if any	February , 2013, 12:00noon [SIDBI's response to clarifications will be posted on February , 2013 EoD. Vendor to check SIDBI website prior to submission of proposal.																
7	Bid Validity, till	One month from the last date of submission of proposals ie., April , 2013																
8	Address for submission of Bids	The General Manager (Systems) SIDBI, 3rd Floor Information Technology Vertical MSME Development Center Plot No.C-11, 'G' Block, Bandra Kurla Complex,Bandra(East) <b>Mumbai - 400 051</b>																
9	Data and time of opening of Technical Bids	March , 2013, 4:00pm at the address given in item no.8 of this annexure.																
10	Date and time of opening of Commercial Bids.	To be intimated after the evaluation of technical bids.																
11	Contact Details	<table border="1"> <thead> <tr> <th>Name</th> <th>Designation</th> <th>Phone</th> <th>Fax</th> <th>E-mail</th> </tr> </thead> <tbody> <tr> <td>C R Prasad</td> <td>AGM (Systems)</td> <td>67531238</td> <td rowspan="2">67531236</td> <td>crprasad@sidbi.in</td> </tr> <tr> <td>A Topdar</td> <td>DGM Systems)</td> <td>67531244</td> <td>atopdar@sidbi.in</td> </tr> </tbody> </table>			Name	Designation	Phone	Fax	E-mail	C R Prasad	AGM (Systems)	67531238	67531236	crprasad@sidbi.in	A Topdar	DGM Systems)	67531244	atopdar@sidbi.in
Name	Designation	Phone	Fax	E-mail														
C R Prasad	AGM (Systems)	67531238	67531236	crprasad@sidbi.in														
A Topdar	DGM Systems)	67531244		atopdar@sidbi.in														

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## **General Terms and Conditions**

### **1. Current Setup**

SIDBI has implemented Cisco Ironport S360 appliance in active / passive mode at its datacenter in Mumbai. The appliance consists of licenses for the following components:

- Cisco IronPort URL Categories Database
- Cisco IronPort Web Usage Controls
  - Web Categorization Engine
  - Web Categorization URL Keyword Filters
  - Web Categorization Prefix Filters
  - Web Categorization Categories List
  - Dynamic Content Analysis Engine
  - Dynamic Content Analysis Engine Data
  - Application Visibility and Control Engine
  - Application Visibility and Control Data
- Cisco IronPort URL Filtering
- Cisco IronPort Anti-Malware (Webroot Verdict Engine)
- Cisco IronPort Anti-Malware (McAfee Verdict Engine)
- Cisco IronPort Web Reputation Filters

### **2. Requirement**

SIDBI proposes to procure additional 300 licenses with upgrades and support for a period of one year for the following components:

- Cisco IronPort Web Usage Controls
- Cisco IronPort Web Reputation Filters
- Cisco IronPort Anti-Malware (Webroot Verdict Engine)
- Cisco IronPort Anti-Malware (McAfee Verdict Engine)

### **3. Minimum Eligibility**

The bidder should be Original Equipment Manufacturer (OEM) / authorised reseller / partner of OEM. Partnership certificate to be enclosed.

### **4. Cost Details & Validity:**

The quoted Rate / Cost should be inclusive of all levies/ taxes like Service tax, VAT, Educational cess, Sales Tax, Transportation, Customs, Excise, traveling charges etc, if any.

However, SIDBI would reimburse Octroi, if any, to the vendor on actuals on production of original Octroi receipts in SIDBI's name.

### **5. Correction of Arithmetic Errors**

Arithmetic errors, if any, in the price break-up format will be rectified on the following basis:

- a) If there is discrepancy between the unit price and the total price, which is obtained by multiplying the unit price with quantity, the unit price shall prevail and the total price shall be corrected unless it is a lower figure.
- b) If there is discrepancy in the unit price quoted in figures and words, the unit price, in figures or in words, as the case may be, which corresponds to the total bid price for the item shall be taken as correct.
- c) If the vendor has not worked out the total bid price or the total bid price does not correspond to the unit price quoted either in words or figures, the unit price quoted in words shall be taken as correct.
- d) When the unit price quoted by the vendor in figures and in words are equivalent but the total bid price of the item has not been worked out correctly, the unit price quoted by the bidder shall be taken as correct.
- e) If the vendor does not accept the correction of errors, its bid will be rejected.

**6. Validity of Proposal:**

The validity of the proposal against this RfP should be till April 27, 2013.

**7. Payment Terms:**

100% payment after supplying all licenses as per PO at SIDBI office and raising of invoice.

**All the payments will be made by SIDBI, Mumbai electronically through RTGS/NEFT. Vendor to submit Bank Mandate Form (as per Annexure –VII) along with cancelled cheque in original with technical bid. The Bank Mandate Form to be duly certified by the vendors Banker.**

**8. Acceptance or Rejection of Bid:**

SIDBI reserve the right to accept or reject any quotation in full or part, and to suspend this process and reject all quotations or part at any time prior to the award of contract, without thereby incurring any liability to the affected vendors on the grounds of the purchasers inaction.

**9. Bid Submission:**

- a) Vendors should submit the bids strictly in accordance with the information given in the **Annexure - I** (Bid Information).
- b) Technical and commercial bids should be enclosed in two separate non-window envelopes.
- c) If the envelop is not sealed and marked, the Bank will assume no responsibility for the Bid's misplacement or its premature opening.
- d) Technical bid cover should be superscribed "**RfP for purchase of Ironport Web Gateway Security Appliance Licenses- Technical Bid**".
- e) Technical bid should contain:
  - i. Technical bid in prescribed format ( Annexure –III)

- ii. Forwarding letter (Annexure -V)
- iii. Partnership Certificate
- iv. Authorising letter from Cisco
- f) Commercial bid cover should be superscribed "**RfP for purchase of Ironport Web Gateway Security Appliance Licenses - Commercial Bid.**
- g) Commercial bid should contain:
  - i. Commercial bids in the prescribed format (Annexure –IV)

#### 10. **Opening of Bids:**

Bids, except commercial bids, received within stipulated time, shall be opened as per schedule given in the bid information sheet. As the bids shall be opened in the presence of bidders, bidder may ensure to be present at the venue on stipulated date and time.

- a) **Technical bids:** shall be opened on March , 2013, 3:30pm at the address given in Annexure –I [item no.11]
- b) **Commercial bids:** shall be opened only for the vendors whose bids shall be found to be substantially responsive. Venue, date and time of opening of the commercial bids shall be intimated, in due course, only to the bidders whose bids are found responsive.

#### 11. **Delivery Schedule:**

The contracted vendor shall ensure to deliver the licenses within four weeks from the date of issue of PO.

#### 12. **Delivery Location:**

Delivery of licenses are to be made at:

Small Industries Development Bank of India [SIDBI]  
Information Technology Vertical [ITV], 3<sup>rd</sup> Floor  
MSME Development Center, Plot No.C-11, 'G' Block,  
Bandra Kurla Complex,, Bandra(East),  
**Mumbai - 400 051**

#### 13. **Penalty for Default in Services:**

If the vendor fails to deliver the licenses within stipulated time, SIDBI will impose a penalty of 1% of the order value for the late delivered items for each weeks delay or part thereof, subject to maximum of 10% of value of the late delivered items. In case the delay exceeds five weeks, SIDBI reserves the right to cancel the order.

#### 14. **Earnest Money Deposit (EMD):**

Vendors are required to submit EMD of ₹12,000/- (Rupees Twelve thousand only) by way of demand draft drawn in favour of "Small Industries Development Bank of India" payable at Mumbai.

- i. EMD for the unsuccessful bidders shall be released immediately upon:
  - a) Issue of Letter of Intent / Purchase order to successful bidder, OR

- b) The end of the bid validity period, including extended period (if any), OR
  - c) Receipt of signed contract and performance security from successful bidder,
- which ever is earlier.

- ii. EMD for the successful bidder shall be released at the time of release of 100% payment.
- iii. **The EMD will be forfeited if the successful bidder fails to accept the PO/Lol/ sign the contract, dishonors its bidding commitments.** Further, the bidder may be banned from subsequent bidding for a period of three years.
- iv. No interest on EMD will be paid.

**15. Indemnity:**

The vendor will indemnify SIDBI to the extent of direct damages against all claims, demands, costs, charges, expenses, award, compensations etc. due to vendor's violation of any patents and copy rights.

**16. Force Majeure:**

If the performance as specified in this order is prevented, restricted, delayed or interfered by reason of Fire, explosion, cyclone, floods, War, revolution, acts of public enemies, blockage or embargo, Any law, order, proclamation, ordinance, demand or requirements of any Government or authority or representative of any such Government including restrict trade practices or regulations, Strikes, shutdowns or labour disputes which are not instigated for the purpose of avoiding obligations herein, or Any other circumstances beyond the control of the party affected, then notwithstanding anything here before contained, the party affected shall be excused from its performance to the extent such performance relates to prevention, restriction, delay or interference and provided the party so affected uses its best efforts to remove such cause of non-performance and when removed the party shall continue performance with utmost dispatch.

**17. Arbitration:**

In the event of a dispute or difference or difference of any nature whatsoever between the vendor and SIDBI during the course of the assignment arising as a result of this order, the same will be referred for arbitration to a Board of arbitration. This Board will be constituted prior to the commencement of the arbitration and will comprise two arbitrators and an umpire. Vendor and SIDBI will each nominate an arbitrator to the Board and these arbitrators will appoint the umpire. Arbitration will be carried out at a place mutually decided by Vendor and SIDBI.

**18. Contact Information:**

For any clarifications vendor may contact Shri C R Prasad, AGM (Systems) on 67531238, [crprasad@sidbi.in](mailto:crprasad@sidbi.in) or Shri A Topdar, DGM (Systems), (022)67531244, [atopdar@sidbi.in](mailto:atopdar@sidbi.in).

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## Annexure -III

### Technical Bid

400/2013/936/BYO/SIDBI Dated February 28, 2013

S.N	Details of Vendor	Vendors Response
1	Name of the company	
2	Address of Company	
		Phone No.:
		Fax No. :
		Website :
3	PAN No.	
4	<b>Contact Details of Bidder's authorized representative to make commitments to SIDBI</b>	
a	Name	
b	Designation	
c	Mobile No.	
d	Fax No.	
e	Mail Id	
5	Type of Partnership with Cisco	
6	Partnership Certificate enclosed <b>(Yes / No)</b>	
7	<b>Part No. Quoted</b>	
	<b>Component</b>	<b>Part No.</b> (to be specified by bidder)
a	Cisco IronPort URL Categories Database	
b	Cisco IronPort Web Usage Controls	
c	Cisco IronPort URL Filtering	
d	Cisco IronPort Anti-Malware (Webroot Verdict Engine)	
e	Cisco IronPort Anti-Malware (McAfee Verdict Engine)	
8	Masked Commercial Bid Enclosed (Yes/No)	
9	Deviations, if any.	

**Date :**

**Authorised Signatory**

**Name:**

**Designation:**

**Company Seal:**



## Commercial Bid

400/2013/936/BYO/SIDBI Dated February 28, 2013

S.N	License Description	Part No.	Qty.	Unit Cost in Rupees		Total Cost (Rs)
				Figures	Words	
			[A]	[B]		C= [A*B]
1	Cisco IronPort URL Filtering 1 Year License Key		300			
2	Cisco IronPort Web Reputation Filters 1 Year License Key		300			
3	Cisco IronPort Anti-Malware (Webroot Verdict Engine) 1 Year License Key		300			
4	Cisco IronPort Anti-Malware (McAfee Verdict Engine) 1 Year License Key		300			
5	Cisco IronPort Web usage Controls 1 Year License Key		300			
<b>Total Cost</b>						

**Note :**

1. Total cost should be inclusive of all taxes.
2. TDS will be deducted at source as per rules, if it is applicable.
3. SIDBI would reimburse Octroi / entry tax, if any, to the vendor on actuals on production of original Octroi receipts in SIDBI's name.
4. Any deviation in general terms and conditions OR not submitting Cisco partnership certificate, the proposals liable to be rejected.
5. Part number specified in technical and commercial bid should be same.

Date:...../...../2013

Authorised Signatory.

Name:

Designation:

**Forwarding Letter**

(To be submitted on company's letter head)

To:

The General Manager (Systems)  
SIDBI  
Information Technology Vertical (ITV)  
3rd Floor, MSME Development Center  
C-11, 'G' Block, Bandra Kurla Complex  
Bandra (East)  
**Mumbai** - 400 051

Dear Sir,

**Purchase of Cisco Ironport Web Security Licenses**  
Your Tender No.:400/2013/936/BYO/ISD Dated 28.02.2013

This is in reference to your above mentioned tender for the procurement of 100 Cisco Ironport Licenses licenses for various components. Having examined the tender document, the receipt of which is hereby duly acknowledged, we the undersigned, hereby submit our proposal along with the necessary documents as mentioned at Sr. No. 9 of the Annexure II (General Terms and Conditions) of the tender.

Further, we agree to abide by all the terms and conditions as mentioned in Annexure II of the tender document. We have also noted that SIDBI reserves the right to consider/ reject any or all applications without assigning any reason thereof.

Date:...../...../2013

Authorised Signatory.

Name:

Designation:

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## Check List

S.N.	Details	Vendors Response (Whether submitted or Not)
<b>A</b>	<b>Technical Bid</b>	
1	EMD of ₹12,000/- by way of demand draft	
2	Technical bid – Annexure –III	
3	Forwarding letter – Annexure –V	
4	Cisco Partnership Certificate enclosed.	
5	Bank Mandate Form – Annexure -VII	
<b>B</b>	<b>Commercial Bid</b>	
1	Commercial bid as per format given in Annexure -IV	

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**BANK MANDATE FORM**

(To be submitted in Duplicate)

(Please fill in the information in CAPITAL LETTERS. Please TICK wherever it is applicable)

1. Name of Borrower / vendor / supplier : \_\_\_\_\_

Vendor Code (if applicable) \_\_\_\_\_

2. Address of the Borrower / vendor / supplier : \_\_\_\_\_

City \_\_\_\_\_ Pin Code \_\_\_\_\_

E-mail id: \_\_\_\_\_

Phone No. with STD code: \_\_\_\_\_

Mobile No.: \_\_\_\_\_

Permanent Account Number \_\_\_\_\_

MSE Registration / CA Certificate \_\_\_\_\_  
(if applicable)**3. Particulars of Bank account:**

Beneficiary Name			
Bank Name		Branch Name	
Branch Place		Branch City	
PIN Code		Branch Code	
MICR No.			
Account type	Saving	Current	Cash Credit
Account No.	(as appearing in the Cheque book)		
<b>(Code number appearing on the MICR<sup>1</sup> cheque supplied by the Bank. Please attach a cancelled cheque of your bank for ensuring accuracy of the bank name, branch name &amp; code and Account Number)</b>			
IFSC CODE <sup>2</sup>	For RTGS transfer		For NEFT transfer

**4. Date from which the mandate should be effective :**

I hereby declare that the particulars given above are correct and complete. If any transaction is delayed or not effected for reasons of incomplete or incorrect information, I shall not hold **SIDBI / IDBI Bank responsible**. I also undertake to advise any change in the particulars of my account to facilitate updation of records for purpose of credit of amount through **RBI RTGS/NEFT**.

Place : \_\_\_\_\_

Date : \_\_\_\_\_

Signature of the party / Authorized Signatory

.....  
Certified that particulars furnished above are correct as per our records.

Bank's stamp :

Date :

(Signature of the Authorized Official from the Banks)

**N.B.: RTGS/NEFT charges if any, is to be borne by the party**

**<sup>1,2</sup>: Note on IFSC / MICR**

Indian Financial System Code (IFSC) is an alpha numeric code designed to uniquely identify the bank-branches in India. This is 11 digit code with first 4 characters representing the bank's code, the next character reserved as control character (presently 0 appears in the fifth position) and remaining 6 characters to identify the branch. The MICR code, (Magnetic Ink Character Recognition) that appears on cheques, has 9 digits to identify the bank-branch. RBI had since advised all the banks to print IFSC on cheque leaves issued to their customers. A customer may also contact his bank-branch and get the IFS Code of that branch.

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